

Dental Sleep Medicine Mini Residency
May 19, 2017
University of the Pacific
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The Process of Dental Sleep Medicine



DO YOU OWN A HST DEVICE?



IS YOUR STATE IN GREEN?

HOW MANY PRACTICES CHARGE THE FULL FEE UPFRONT & EITHER ASSIST OR DO NOT ASSIST PATIENTS WITH THEIR MEDICAL INSURANCE?



HOW MANY PRACTICES HAVE TRIED OR ARE CURRENTLY DOING THEIR OWN MEDICAL BILLING?

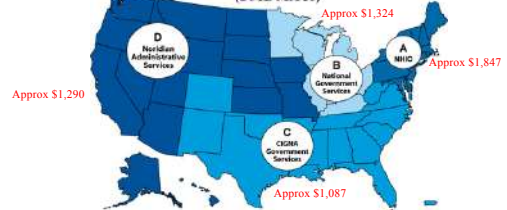


HOW MANY MEDICARE DME SUPPLIERS ARE HERE?

Any of you not Medicare DME Suppliers because you are worried about effects to your Dental Practice?



Durable Medical Equipment Medicare Administrative Contractors (DME MACs)



Referrals!

Saying you are a Medicare provider is a valuable tool in building physician referral relationships



The Ten Most Common Mistakes in Dental Sleep Medicine



10 MOST COMMON MISTAKES
10

“Not using thorough patient screening to promote sleep health awareness.



10 MOST COMMON MISTAKES
9

“Talking about appliances and treatment prior to having a diagnosis.



MEDICAL BILLING FOR DENTISTS

10 MOST COMMON MISTAKES
8


“ Not accepting medical insurance



MEDICAL BILLING FOR DENTISTS

10 MOST COMMON MISTAKES
7


“ Deductibles and Documentation



MEDICAL BILLING FOR DENTISTS

10 MOST COMMON MISTAKES
6


“ Not educating your entire staff about sleep health



MEDICAL BILLING FOR DENTISTS

10 MOST COMMON MISTAKES
5

“ Not having a personal & respectful relationship with any sleep physician/sleep testing facility you are referring to.



MEDICAL BILLING FOR DENTISTS

10 MOST COMMON MISTAKES
4

“ Billing medical insurance on paper




MEDICAL BILLING FOR DENTISTS

10 MOST COMMON MISTAKES
3

“ Not incorporating home sleep testing into your routine






TO MOST COMMON MISTAKES

2




“ Trying to “Go it on Your own” Without a Dedicated Sleep Coordinator



TO MOST COMMON MISTAKES

1



“ Reinventing the Wheel



MEDICAL BILLING FOR DENTISTS

Perfecting the Process of Dental Sleep Medicine

Call us for a Complimentary Consultation For Your Team

Demo & Support: 866 602-6550
Email: AskDrMarty@MedicalBillingForDentists.com
www.MedicalBillingForDentists.com




STOP LOOKING & START DOING!



INTRO TO “SPENCERISM’S”



Be a Player.....Not a Spectator

WHAT IS SUCCESSFUL MEDICAL BILLING?

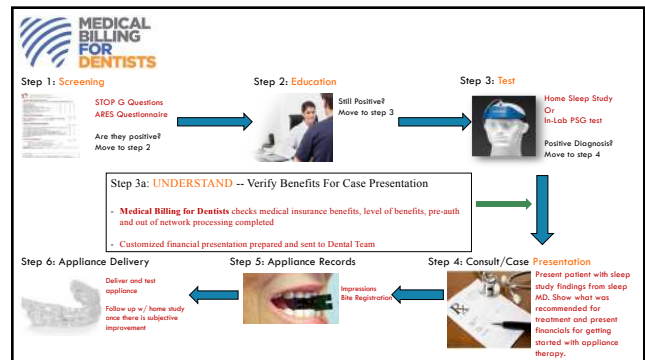
- ◆ Observation, Examination & Evaluation
- ◆ Documentation
- ◆ Education
- ◆ Verification
- ◆ Pre Certification/Determination/Medical Necessity
- ◆ Eliminating Aggravation




MEDICAL BILLING FOR DENTISTS

S.E.T.U.P. & TREAT

Screen
Educate
Test
Understand
Present

SUCCESSFUL FINANCIAL AND MEDICAL INSURANCE STRATEGIES


DENTAL SLEEP MEDICINE

MEDICAL BILLING FOR DENTISTS




WHEN IT COMES TO DENTAL SLEEP MEDICINE — CHOOSE A SYSTEM THAT IS STAFF, PATIENT & PHYSICIAN FRIENDLY

MEDICAL CODES
MEDICAL BILLING
MEDICAL FINANCIAL ARRANGEMENTS



WHAT ABOUT THE PATIENT'S CONCERNS?

How much will my insurance cover?
Can you bill my insurance?
Why should I have to pay this up front?



When You Use **Medical Billing For Dentists**, we provide these answers for EVERY Patient! We maximize insurance benefits to skyrocket case acceptance.

All of our programs come with a personal Strategy Session by Dr. Marty Lipsey at **No Additional Cost.**

You will learn how to present Oral Appliance Therapy to patients with the best chance of getting a **"Yes!"**



MEDICAL BILLING FOR DENTISTS

Perfecting the Process of Dental Sleep Medicine



Billing with Mentoring Unique to Dental Sleep Medicine



MEDICAL BILLING FOR DENTISTS

Perfecting the Process of Dental Sleep Medicine



Billing with Mentoring Unique to Dental Sleep Medicine

AVOID START UP ERRORS



MEDICAL BILLING FOR DENTISTS

Perfecting the Process of Dental Sleep Medicine



Practice Management Unique to Dental Sleep Medicine

NO NEED TO REINVENT
THE WHEEL



MEDICAL BILLING FOR DENTISTS

Perfecting the Process of Dental Sleep Medicine



Practice Management Unique to Dental Sleep Medicine

SYSTEMS FROM OUR OWN
DENTAL SLEEP PRACTICE

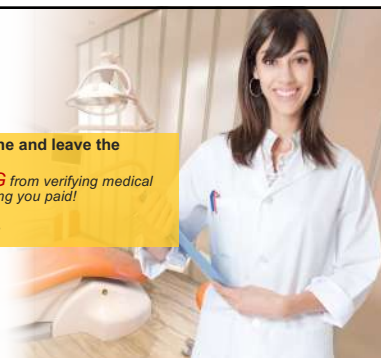


Outsourcing

Practice Dental Sleep Medicine and leave the
billing to us!

We take care of **EVERYTHING** from verifying medical
benefits to billing the claim & getting you paid!

Medical Billing with Mentoring!!



Step 1 – Doctor strategy session

We will formulate or evaluate and
fine tune a customized Dental
Sleep Medicine plan
for your office

“A Session for Success”





Better EOB's & Payments

- Our systems will allow both you and your patients to know what they have to pay in advance of treatment
- *Our systems keep out of pocket patient cost to a minimum and case acceptance at maximum*



Continued Doctor–to–Doctor and Team–to–Team Mentoring

Your team will have everything they need to assist your patients with their Medical Insurance just as you do with their Dental Insurance.



Absolutely Nothing Left to Chance!

A Step by Step Process Oriented System

What documents do we need in our records for every case?



Absolutely Nothing Left to Chance!

A Step by Step Process Oriented System

What do we do if we don't have a letter of medical necessity?



Absolutely Nothing Left to Chance!

A Step by Step Process Oriented System

How much do we charge?
I will create or fine tune a fee schedule with your team.



Absolutely Nothing Left to Chance!

A Step by Step Process Oriented System

How do we do successful financial arrangements for oral appliance therapy with our patients?




MEDICAL BILLING FOR DENTISTS

Absolutely Nothing Left to Chance!

A Step by Step Process Oriented System

Review of required clinical notes to go along with documentation




MEDICAL BILLING FOR DENTISTS

Absolutely Nothing Left to Chance!

A Step by Step Process Oriented System

Tried and tested patient friendly ways to minimize out of pocket and maximize case acceptance



MEDICAL BILLING FOR DENTISTS

Absolutely Nothing Left to Chance!

A Step by Step Process Oriented System

A "fool proof" financial/insurance routine for Home Sleep Testing.



MEDICAL BILLING FOR DENTISTS

Absolutely Nothing Left to Chance!

A Step by Step Process Oriented System


Total Setup, Training, Forms Customization, Registration w Medical Electronic Clearinghouse only \$600



MEDICAL BILLING FOR DENTISTS

The Bottom Line:


- For each case you will fax us some basic patient info on our provided template
- We will send you back a Financial Arrangement that is **READY TO PRESENT**
- Both you & the patient know exactly what their MINIMIZED out of pocket is in advance!
- If any preauthorization is needed, we do it!



MEDICAL BILLING FOR DENTISTS

YOU SEND US

Patient's Medical Insurance Card + Copy of Sleep Study Report



MEDICAL BILLING FOR DENTISTS

WE SEND YOU A FINANCIAL ARRANGEMENT READY TO PRESENT

Shows:

- 1) Amount not covered by Medical Insurance

MEDICAL BILLING FOR DENTISTS

WE SEND YOU A FINANCIAL ARRANGEMENT READY TO PRESENT

Shows:

- 1) Amount not covered by Medical Insurance
- 2) Unmet Medical Deductible

MEDICAL BILLING FOR DENTISTS

WE SEND YOU A FINANCIAL ARRANGEMENT READY TO PRESENT

Shows:

- 1) Amount not covered by Medical Insurance
- 2) Unmet Medical Deductible
- 3) TOTAL DUE FROM PATIENT

MEDICAL BILLING FOR DENTISTS

WE SEND YOU A FINANCIAL ARRANGEMENT READY TO PRESENT

Shows:

- 1) Amount not covered by Medical Insurance
- 2) Unmet Medical Deductible
- 3) TOTAL DUE FROM PATIENT
- 4) Payment options based on what your office offers to your patients

MEDICAL BILLING FOR DENTISTS

**** PRE-AUTHORIZATION COMPLETED BY OUR SPECIALISTS**

**** FINANCIAL ARRANGEMENT PREPARED FOR EACH CASE**

**** ANY REQUIRED OUT OF NETWORK VERBAL OR PAPERWORK COMPLETED BY OUR SPECIALISTS + ALL FOLLOWUP**

Total cost to your office is only **\$50/75** per case

MEDICAL BILLING FOR DENTISTS

With Our System, Your Staff Does Not Need to Learn Any Medical Codes!

After the Case Presentation, For Each Appointment, You Simply Check Off What You Have Completed, Using Simple Phrases and **FAX US A FORM.....NO MEDICAL CODES**

SLEEP BILLING FORM

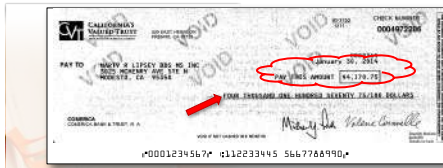
APPOINTMENT INFORMATION: (Check all that apply)

Requirements	Insurance	Checklist
<input checked="" type="checkbox"/> "New Patient"	<input type="checkbox"/> Periodically 30 Day	<input type="checkbox"/> Initial Active Sleep Study
<input checked="" type="checkbox"/> Established Patient	<input type="checkbox"/> Cardiogram	<input checked="" type="checkbox"/> Inpatient
<input type="checkbox"/> 30 Minutes	<input type="checkbox"/> 1200 Day	<input type="checkbox"/> Hypnogram
<input type="checkbox"/> 15-20 Minutes	<input type="checkbox"/> Home Sleep Test	
<input checked="" type="checkbox"/> 45-60 Minutes	<input type="checkbox"/> Hypnogram	
<input type="checkbox"/> 60-75 Minutes	<input type="checkbox"/> Microphone	
	<input type="checkbox"/> Inpatient	
	<input checked="" type="checkbox"/> Ambulatory	

JUST CHECK OFF WHAT IS APPLICABLE IN EACH COLUMN



We Do the Billing and The Check Goes to You!



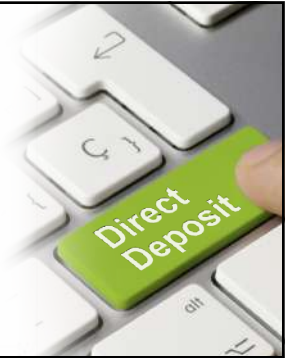
Total Billing Cost is only 10% of What Insurance Pays
We are Incentivized to Get the Maximum on Your Behalf



We do all the follow up.

Medical payments and EOB's come directly to your office.

When available, we will even set up electronic medical insurance payments to your bank account.



We've helped Dental Teams Across The Country!

Medical Billing For Dentists has trained us to do what we couldn't figure out ourselves.

- Dr. George Jones

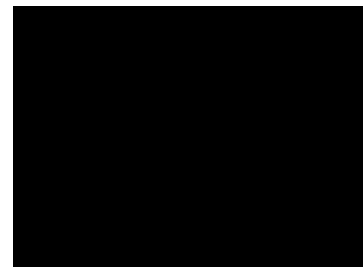


It really makes a difference when they walk you through the process. - Dr. John Kim



They've been great. I didn't have a clue how to do the medical portion of the insurance.

- Dr. Rene' Scott



Speaking The Same Language



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For Your Team

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